

From: [Geist, Laura \(DHHS\)](#)
To: [Thomas A. Lang, Esquire - Comcast](#)
Cc: [Clifford W. McKeown](#)
Subject: RE: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses for May 2017
Date: Thursday, October 12, 2017 10:23:00 AM

Hi Tom,

You can call me at 517-241-3932.

Thank you!
Laura

Laura Geist
(517) 241-3932
GeistL1@michigan.gov

-----Original Message-----

From: Thomas A. Lang, Esquire - Comcast [<mailto:ra-operations@comcast.net>]
Sent: Wednesday, October 11, 2017 6:59 PM
To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
Cc: Clifford W. McKeown <ra-finance@comcast.net>
Subject: Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses for May 2017

Laura -

I received this at 4:59 pm!

Cliff and I should be available during that time. What number should we call you at?

Tom

On 10/11/17, 11:48 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:

>Tom,
>
>I am in meetings all day today. Are you available tomorrow between
>10:30 am - 12:00 pm? I am also available any time on Friday.

>
>Thank you,
>Laura

>
>
>Laura Geist
>(517) 241-3932
>GeistL1@michigan.gov

>-----Original Message-----

>From: Thomas A. Lang, Esquire - Comcast
>[<mailto:ra-operations@comcast.net>]
>Sent: Tuesday, October 10, 2017 11:48 AM
>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>Cc: Clifford McKeown (ra-finance@comcast.net) <ra-finance@comcast.net>
>Subject: Re: Real Alternatives Michigan Preg and Parenting Support Svcs

>Program Expenses for May 2017
>
>Would now be a good time?
>
>On 10/9/17, 8:30 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:
>
>>Tom,
>>
>>Would you and Cliff have time tomorrow for a call? I am free any time
>>except 9:30 - 10:30 am.
>>
>>Thanks,
>>Laura
>>
>>
>>Laura Geist
>>(517) 241-3932
>>GeistL1@michigan.gov
>>
>>-----Original Message-----
>>From: Thomas A. Lang, Esquire - Comcast
>>[mailto:ra-operations@comcast.net]
>>Sent: Friday, October 6, 2017 5:08 PM
>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>>Cc: Clifford McKeown (ra-finance@comcast.net) <ra-finance@comcast.net>
>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support
>>Svcs Program Expenses for May 2017
>>
>>Laura -
>>
>>The computer referenced is on the services side since it is used for
>>on-line billing and the services database.
>>
>>Cliff tells me that we have no prior experience with your suggestion
>>to "use the service budget only, and exercise the indirect rate to
>>cover your 10% admin."
>>
>>Tom
>>
>>
>>On 10/6/17, 8:59 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:
>>
>>>Tom,
>>>
>>>TANF does have a 15% admin cost maximum applied to the State.
>>>However, your budget only includes 10% admin as it was presented.
>>>
>>>Your prior email indicated that the admin costs appear to be over 27%.
>>>When I look through the detail line items of your budget, the only
>>>item on the Services budget that I would have any question on is the
>>>Computer Expense. Could we better define that to show it is service
>>>related, rather than admin?
>>>
>>>The other alternative would be to use the service budget only, and
>>>exercise the indirect rate to cover your 10% admin.
>>>
>>>Any thoughts?

>>>Laura
>>>
>>>
>>>
>>>Laura Geist
>>>(517) 241-3932
>>>GeistL1@michigan.gov
>>>
>>>-----Original Message-----
>>>From: Thomas A. Lang, Esquire - Comcast
>>>[mailto:ra-operations@comcast.net]
>>>Sent: Thursday, October 5, 2017 6:00 PM
>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support
>>>Svcs Program Expenses for May 2017
>>>
>>>You're correct. That's no longer applicable since state money is now
>>>not involved.
>>>
>>>However, the 15% Admin Cost Ratio maximum still applies since it is
>>>funded with TANF money, correct?
>>>
>>>
>>>On 10/5/17, 2:51 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:
>>>
>>>>Tom,
>>>>
>>>>MDHHS does not have a 10% administrative cost maximum in our agreement.
>>>>We have a 10% indirect expense maximum. If your agency can directly
>>>>account for the expenditures, then you can include those
>>>>administrative costs as direct expenditures.
>>>>
>>>>Maybe we need to have a phone conversation about this. Is there a
>>>>good time we could speak? I have a meeting today from 3 - 4, but I
>>>>am available after and most of tomorrow.
>>>>
>>>>Laura
>>>>
>>>>
>>>>Laura Geist
>>>>(517) 241-3932
>>>>GeistL1@michigan.gov
>>>>
>>>>
>>>>-----Original Message-----
>>>>From: Thomas A. Lang, Esquire - Comcast
>>>>[mailto:ra-operations@comcast.net]
>>>>Sent: Thursday, October 5, 2017 1:07 PM
>>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>>>>Cc: Clifford W. McKeown <ra-finance@comcast.net>
>>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support
>>>>Svcs Program Expenses for May 2017
>>>>
>>>>Yes, because under the contract we have a 10% Administrative Cost
>>>>Ratio maximum. We need to be able to show that in the budget.
>>>>Always works this way in every state.
>>>>

>>>>On 10/5/17, 12:58 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>
>>>>wrote:
>>>>
>>>>Tom,
>>>>
>>>>MDHHS makes no distinction between direct expenses. Whether those
>>>>expenses are administrative or service delivery, all direct
>>>>expenses should be included within the budget details.
>>>>
>>>>The form that MDHHS uses allows your agency to reflect all direct
>>>>expenses that are applicable to this grant program.
>>>>
>>>>I understand what you are saying about how you have done things in
>>>>the past. However, this is not something that we would normally
>>>>include in a grant. Can you help me understand why your agency
>>>>feels it is important to note which expenses are administrative in
>>>>nature?
>>>>
>>>>Thank you,
>>>>Laura
>>>>
>>>>
>>>>Laura Geist
>>>>(517) 241-3932
>>>>GeistL1@michigan.gov
>>>>
>>>>-----Original Message-----
>>>>From: Thomas A. Lang, Esquire - Comcast
>>>>[mailto:ra-operations@comcast.net]
>>>>Sent: Thursday, October 5, 2017 12:37 PM
>>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>>>>Cc: Clifford W. McKeown <ra-finance@comcast.net>
>>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support
>>>>Svcs Program Expenses for May 2017
>>>>Importance: High
>>>>
>>>>Laura -
>>>>
>>>>Kevin, Cliff and I met to discuss this problem. We had the
>>>>identical issue at the outset of the last contract. We worked this
>>>>out then and it was agreed that we could use the format that we
>>>>recently also submitted to you, for the following very important
>>>>reason.
>>>>
>>>>If we use the form that you propose, there is no breakdown between
>>>>Admin and Services. If you just go through and try to figure which
>>>>could be Admin and which could be Services, we would be instantly
>>>>breaching the contract as the Admin Cost Ratio would look like it's
>>>>27.61%, even though that doesn't reflect reality!
>>>>
>>>>If the form you propose is the only one that can be used, we would
>>>>need to have the ability to have one set titled, "DIRECT EXPENSES -
>>>>ADMIN"
>>>>and one set titled, "DIRECT EXPENSES - SERVICES". Is that possible?
>>>>
>>>>Thank you!
>>>>Tom

>>>>>
>>>>>On 10/4/17, 5:20 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>
>>>>>wrote:
>>>>>
>>>>>Hi Tom and Cliff,
>>>>>
>>>>>There are items in your proposed budget that do not belong in the
>>>>>Contractual category. Contractual is intended for agencies and
>>>>>individuals that work on the programmatic scope of the project.
>>>>>The legal consultant, database consultant, accounting, and
>>>>>equipment costs all belong in the Other Expenses category.
>>>>>
>>>>>I have updated the budget in EGrAMS. Please review and let me
>>>>>know if you have any issues.
>>>>>
>>>>>Thank you,
>>>>>Laura
>>>>>
>>>>>
>>>>>Laura Geist
>>>>>(517) 241-3932
>>>>>GeistL1@michigan.gov
>>>>>
>>>>>-----Original Message-----
>>>>>From: Thomas A. Lang, Esquire - Comcast
>>>>><<mailto:ra-operations@comcast.net>>
>>>>>Sent: Tuesday, October 3, 2017 3:18 PM
>>>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>
>>>>>Cc: Cliff <ra-finance@comcast.net>
>>>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support
>>>>>Svcs Program Expenses for May 2017
>>>>>
>>>>>Laura -
>>>>>
>>>>>Cliff completed the budget and I am attaching it here for your
>>>>>review.
>>>>>I am forwarding it since Cliff's email's are apparently being
>>>>>blocked or redirected to a spam folder for some reason.
>>>>>
>>>>>If you have any questions on the budget, please contact Cliff
>>>>>directly
>>>>>at:
>>>>>(717) 541-7833.
>>>>>
>>>>>Thank you!
>>>>>Tom
>>>>>
>>>>>On 10/2/17, 8:49 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>
>>>>>wrote:
>>>>>
>>>>>Hi Cliff,
>>>>>
>>>>>The attached Excel document should assist you in completing the
>>>>>detailed budget.
>>>>>
>>>>>Thank you,
>>>>>Laura

